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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

METAL TREATING INDUSTRY SALES FOR 1990
JUST 0.1% ABOVE 1989 TOTAL

For the year, billings amounted to $577.3 million. This is slightly above 1989's figure of $577.0 million..

December 1990 sales for Commercial Heat Treaters reached $39.8 million, off 4.5% from December 1989 when sales amounted to $41.7 million.

Two of nine MTI Districts topped their December 1989 sales mark. For the year-to-date, three Districts exceeded their 1989 performance.

A summary of percentage change by geographic regions follows:

	District	Dec 90 vs. Dec 89	Total 1990 vs. 1989
1	New England (MA-RI-CT)	- 7.3	- 6.5
2	Middle Atlantic (NY-NJ-E.PA-MD)	1.2	- 0.9
3	South Central (W.PA-OH-IN-KY)	- 7.8	2.8
4	Michigan	-14.3	- 3.2
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	- 3.7	- 6.0
6	North Central (IL-WI-MN-MO-IA)	- 4.0	- 0.2
7	Pacific Coast (CA-AZ-ORE-WASH)	- 0.4	4.2
8	Southwest (TX-OK-AR-CO-LA-UT)	8.6	14.9
9	Canada	- 3.9	- 6.2

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

DECEMBER, 1990

BILLINGS FOR MONTH

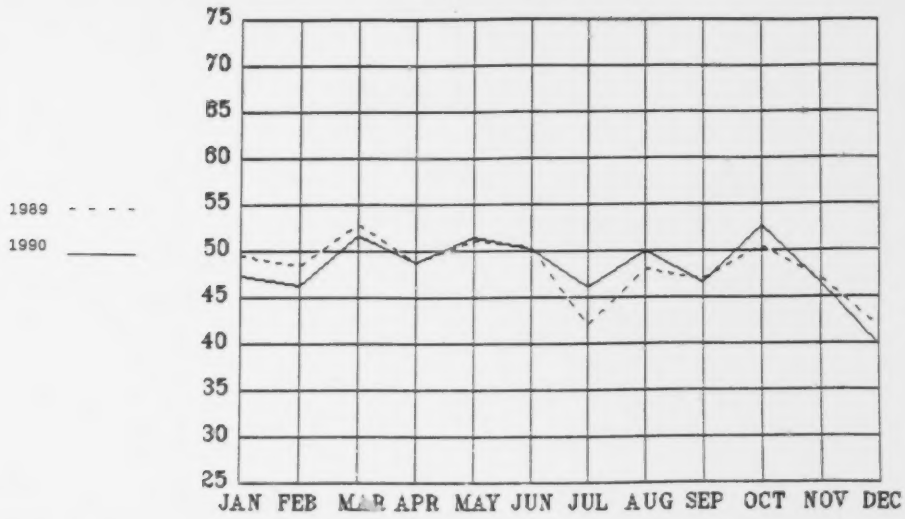
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1989	1990	%	1989	1990
Total	215	41705.8	39849.4	- 4.5	100.0	100.0
Dist. 1	15	2666.9	2471.6	- 7.3	6.4	6.2
Dist. 2	28	3956.9	4003.2	1.2	9.5	10.0
Dist. 3	41	8203.7	7507.4	- 7.8	19.7	19.0
Dist. 4	26	5110.8	4379.2	-14.3	12.3	11.0
Dist. 5	17	2403.6	2314.6	- 3.7	5.8	5.8
Dist. 6	33	8244.8	7917.8	- 4.0	19.8	19.9
Dist. 7	24	5540.8	5516.1	- 0.4	13.3	13.8
Dist. 8	17	2551.4	2771.0	8.6	6.1	7.0
Dist. 9	14	3026.9	2908.6	- 3.9	7.3	7.3
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1989	1990	%	1989	1990
Total	577049.8	577345.4	0.1	100.0	100.0
Dist. 1	36265.0	33898.5	- 6.5	6.3	5.9
Dist. 2	56793.2	56268.1	- 0.9	9.8	9.7
Dist. 3	107801.0	110779.8	2.8	18.7	19.2
Dist. 4	79498.7	76982.7	- 3.2	13.8	13.3
Dist. 5	33214.9	31205.5	- 6.0	5.8	5.4
Dist. 6	108833.9	108590.4	- 0.2	18.9	18.8
Dist. 7	72387.8	75432.5	4.2	12.5	13.1
Dist. 8	33119.0	38054.6	14.9	5.7	6.6
Dist. 9	49136.4	46133.8	- 6.1	8.5	8.0

MILLIONS

NATIONAL BILLINGS



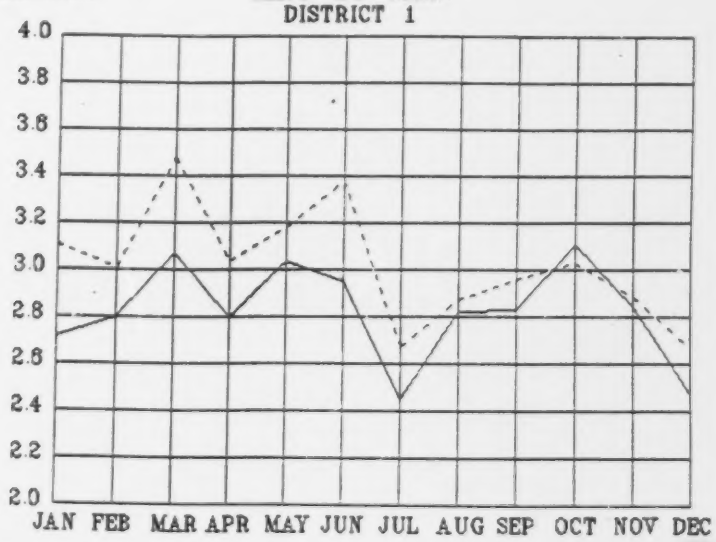
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-4.3	-4.7	-2.6	0.2	0.4	-0.5	9.8	4.5	-0.7	4.5	-0.8	-4.5
% Change	Cumulative	-4.3	-4.5	-3.8	-2.8	-2.2	-1.9	-0.5	0.1	0.1	0.5	0.4	0.1

MILLIONS

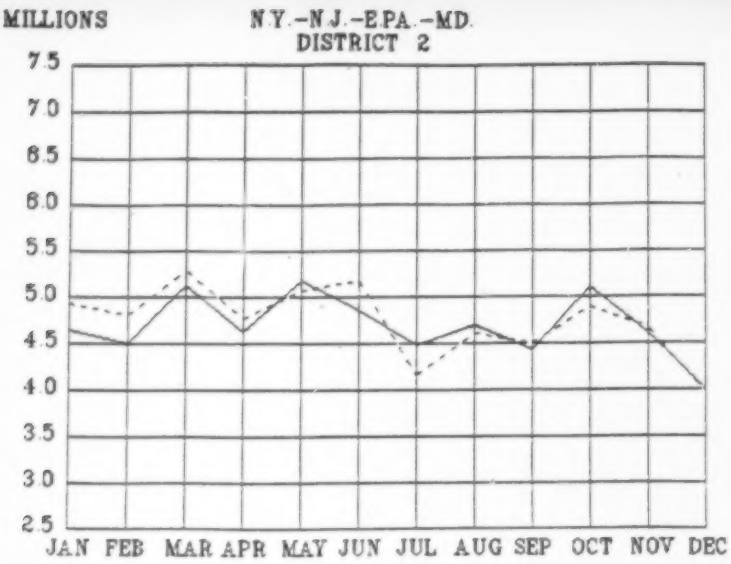
MASS.-R.I.-CONN. DISTRICT 1



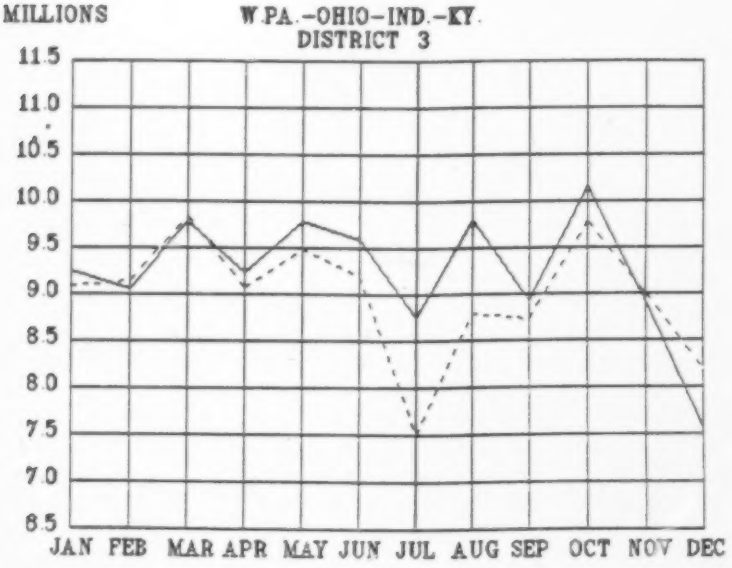
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-12.7	-6.9	-11.6	-7.7	-4.5	-12.6	-8.3	-1.8	-4.5	2.8	-1.5	-7 3
% Change	Cumulative	-12.7	-9.8	-10.4.	-9.8	-8.7	-9.4	-9.3	-8.4	-8.0	-6.9	-6.5	-6.5



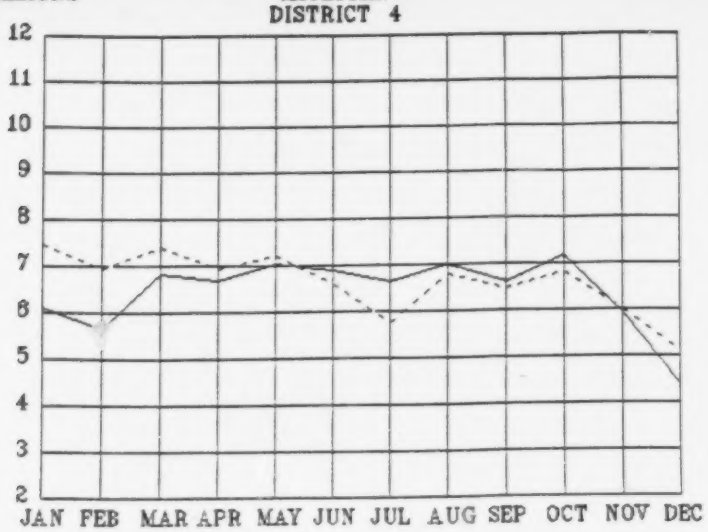
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.8	-6.4	-2.9	-2.9	2.1	-6.0	7.5	2.2	-1.3	4.6	-1.3	1.2
% Change	Cumulative	-5.8	-6.1	-5.0	-4.5	-3.1	-3.6	-2.3	-1.7	-1.7	-1.1	-1.1	-0.9



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.8	-0.9	-0.5	1.7	3.2	4.3	16.7	11.6	2.2	3.7	-1.1	-7.8
% Change	Cumulative	1.8	0.4	0.1	0.5	1.0	1.6	3.4	4.4	4.1	4.1	3.6	2.8

MILLIONS

MICHIGAN
DISTRICT 4



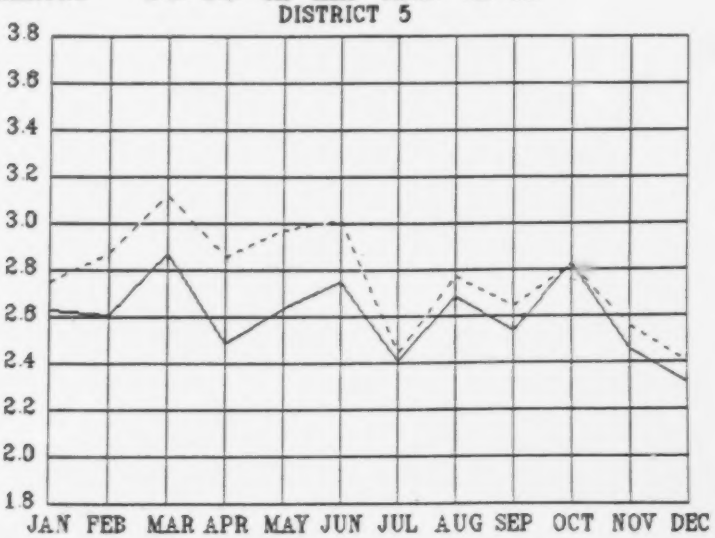
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-17.9	-18.5	-7.7	-3.6	- 2.9	4.3	16.1	3.0	2.2	5.5	-1.3	-14.3
% Change	Cumulative	-17.9	-18.2	-14.6	-11.9	-10.1	-7.9	-5.0	-4.0	-3.4	-2.5	-2.4	-3.2

MILLIONS

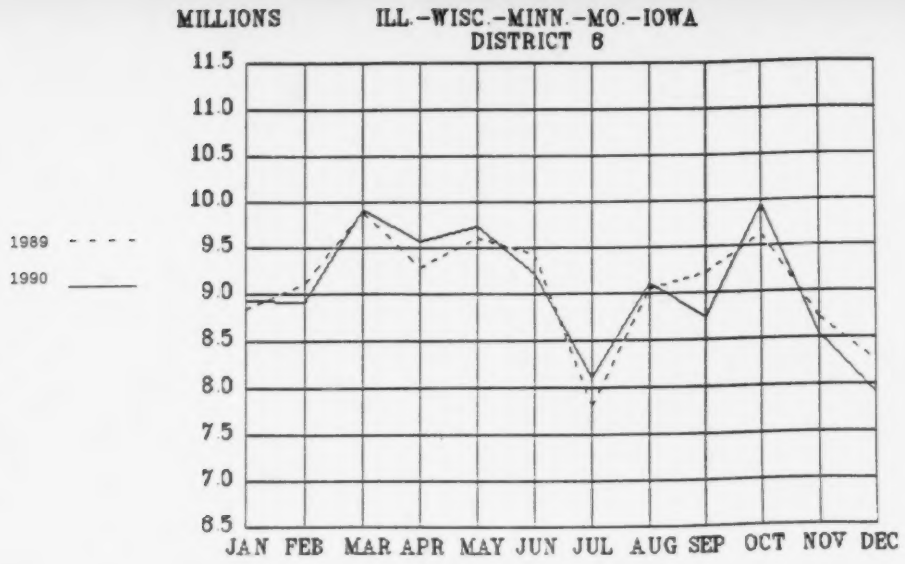
N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.
DISTRICT 5



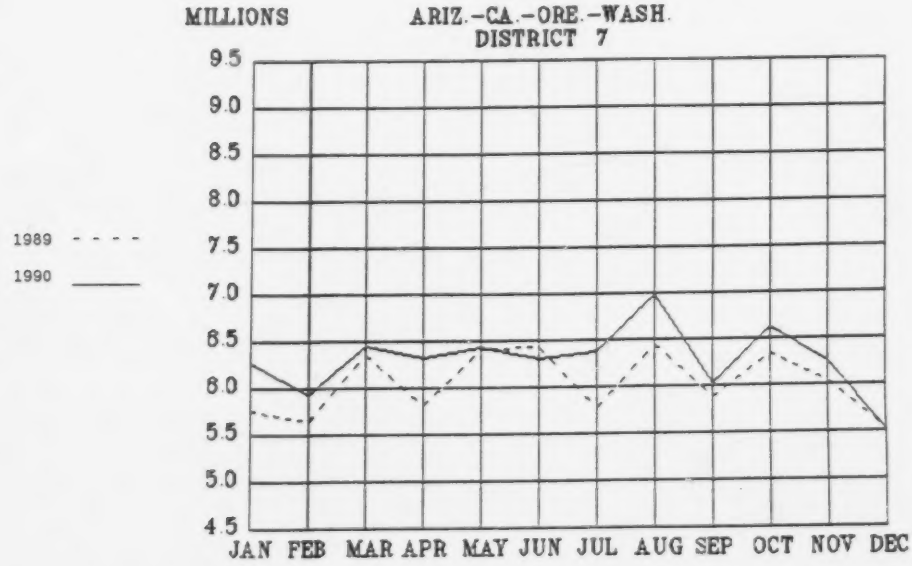
1989 - - - -

1990 ———

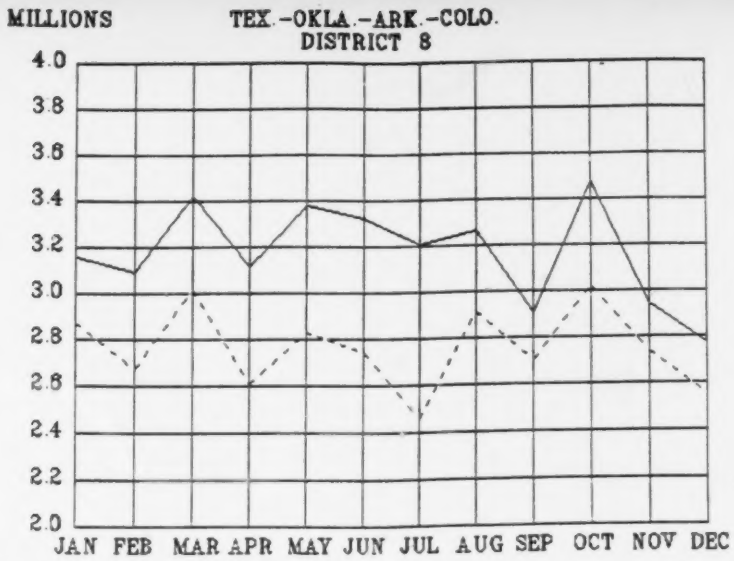
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-4.3	-9.2	-8.1	-13.0	-11.4	-8.8	-1.3	-2.9	-3.9	0.2	-4.0	-3.7
% Change	Cumulative	-4.3	-6.8	-7.3	- 8.7	- 9.2	-9.2	-8.2	-7.5	-7.2	-6.4	-6.2	-6.0



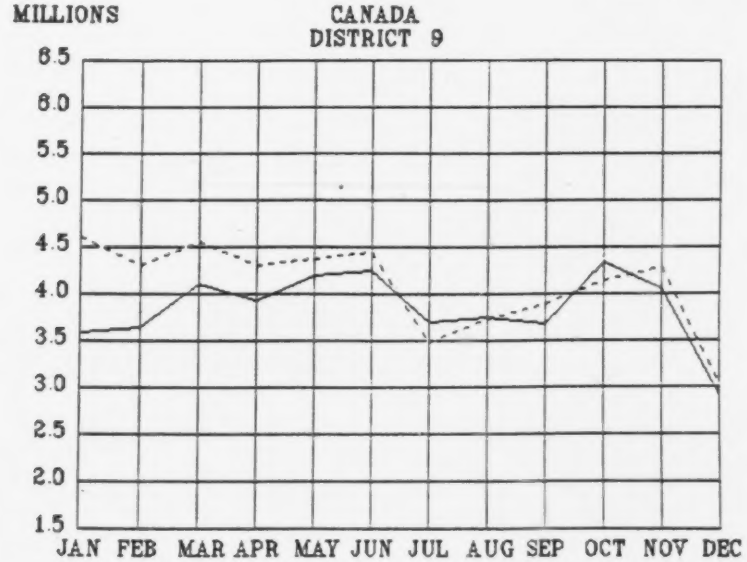
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.9	-2.2	0.1	3.0	1.2	-2.1	3.9	0.6	-5.3	3.2	-2.0	-4.0
% Change	Cumulative	0.9	-0.7	-0.4	0.5	0.6	0.2	0.6	0.6	-0.1	0.3	0.1	-0.2



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.9	5.2	1.4	9.0	0.3	-2.0	10.7	8.1	2.2	4.5	3.6	-0.4
% Change	Cumulative	8.9	7.1	5.0	6.0	4.8	3.6	4.5	5.0	4.7	4.7	4.6	4.2



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.0	15.9	13.5	19.5	19.2	21.1	30.4	11.9	7.7	15.2	7.4	8.6
% Change	Cumulative	10.0	12.8	13.1	14.6	15.5	16.4	18.2	17.4	16.3	16.2	15.4	14.9



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-22.2	-15.4	- 9.8	- 8.6	- 4.1	- 4.3	6.3	0.3	-5.5	4.7	-5.3	-3.9
% Change	Cumulative	-22.2	-18.9	-15.8	-14.1	-12.1	-10.6	- 8.8	-7.8	-7.6	-6.4	-6.3	-6.1